

## Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-08 FRB-03

INR-10 NSAE-00 ICA-11 TRSE-00 XMB-02 OPIC-03

SP-02 LAB-04 SIL-01 OMB-01 L-03 H-01 NSC-05

SS-15 STR-07 CEA-01 PA-01 OES-07 INT-05 DOE-15

SOE-02 /123 W

-----120198 300736Z /10

P 300646Z APR 78

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC PRIORITY 0824

C O N F I D E N T I A L KUWAIT 2562

DEPT FOR NEA/ARP

E.O. 11652: GDS

TAGS: ETRD, KU

SUBJ: BOYCOTT OF ISRAEL: AMERICAN CAST IRON PIPE COMPANY

REF: STATE 105797

1. IN RESPONSE REFTEL, EMBOFF CALLED ON AMERICAN CAST IRON PIPE CO.'S (ACIP) KUWAIT AGENT, NASER MOHAMED AL-SAYER, FORMER MEMBER OF NATIONAL ASSEMBLY WHO IS VERY WELL CONNECTED IN KUWAIT. AL-SAYER HAD FOLLOWING TO SAY ABOUT PIPE TENDER BOYCOTT REQUIREMENTS PROBLEM.

2. AL-SAYER HAS BEEN IN TOUCH WITH TENDERING AGENCY (MINISTRY OF ELECTRICITY AND WATER) AND WITH BOYCOTT OFFICE. BASED ON HIS CONVERSATIONS HE SEES NO PROBLEM AS ACIP WILL NOT BE REQUIRED TO PROVIDE MATERIAL OUTLINED PARA 2 REFTEL. ANY BOYCOTT COMPLIATIONS CAN BE HANDLED BY AL-SAYER HERE IN KUWAIT. COMPANY SHOULD SUBMIT POSITIVE CERTIFICATIONS AS PER EAA REQUIREMENTS.

3. PLEASE INFORM ACIP THAT IT APPEARS ONLY FOLLOWING FIVE COMPANIES ARE INVITED TO MAKE OFFERS FOR PIPES AND VALVES:

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PONT A MOUSSON S.A. FRANCE

KUBOTA JAPAN

STANTON & STAVELEY BRITAIN

U.S. PIPE & FOUNDRY USA

ACIP USA

4. BASED ON INFORMATION ABOUT RECENT COMPETITION FOR CONTRACTS IN CAIRO AND KUWAIT WITH SAME COMPETITORS, AL-SAYER BELIEVES THAT ACIP IS IN EXCELLENT POSITION TO WIN LARGE KUWAIT CONTRACT IF THEY MAKE THE EFFORT. HE URGES THEM TO BID.

5. PRESENT RELATIONSHIP BETWEEN NASER AL-SAYER AND ACIP IS APPARENTLY A "GENTLEMEN'S AGREEMENT" RATHER THAN FORMAL AGENCY ARRANGEMENT. NASER AL-SAYER SUGGESTS THAT TIME HAS COME FOR ACIP TO SIGN NORMAL AGENCY AGREEMENT WITH HIS FIRM AND HAVE AGREEMENT SUITABLY AUTHENTICATED. HE ASKED THAT THIS REQUEST BE PASSED ON TO ACIP.  
MAESTRONE

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NNN

## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** IRON, BOYCOTTS, EXCEPTIONS LIST, BUSINESS FIRMS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 30 apr 1978  
**Decaption Date:** 20 Mar 2014  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978KUWAIT02562  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
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**Litigation History:**  
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**Original Handling Restrictions:** ONLY  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** ONLY  
**Reference:** 78 STATE 105797  
**Retention:** 0  
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**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
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**TAGS:** ETRD, KU, AMERICAN CAST IRON PIPE COMPANY  
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**Review Markings:**  
Sheryl P. Walter  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014